

To Our Valued Stakeholders

Company Name: BuySell Technologies Co., Ltd.

Representative: Kosuke Tokushige,

President, representative director & CEO

Securities code: 7685 Inquiries: Koji Ono, CFO Telephone: +81-3-3359-0830

Monthly Information for August 2025

We are pleased to announce the monthly results of our " Group home visit purchase business ",

"Group store purchase business" and "other purchase business" for August.

Please refer to the end of this report for the assumptions used for KPI disclosure in each business segment. The next monthly report for September 2025 is scheduled for release on October 14, 2025.

■ August Monthly Progress

< Group home visit purchase business >

*The previous year, 2024, is the result of BuySell alone, and from 2025, BuySell + Fuku-chan + Nikkou-dou.

■Amount of purchases (Million yen)

FY2025	Jan	Feb	Mar	Apr	May	Jun	1H
A of purchases	949	1,135	1,351	1,448	1,545	1,510	7,938
YoY	160%	199%	200%	184%	176%	200%	187%

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
A of purchases	1,362	1,084					
YoY	186%	177%					

■Number of visits

FY2025	Jan	Feb	Mar	Apr	May	Jun	1H
N of visits	28,197	31,583	37,860	38,748	40,614	39,942	216,944
YoY	142%	165%	160%	158%	156%	168%	158%

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
N of visits	36,986	31,747					
YoY	157%	165%					

(Full-year Number of visits plan: 448,000)

■Monthly Summary of group home visit purchase business

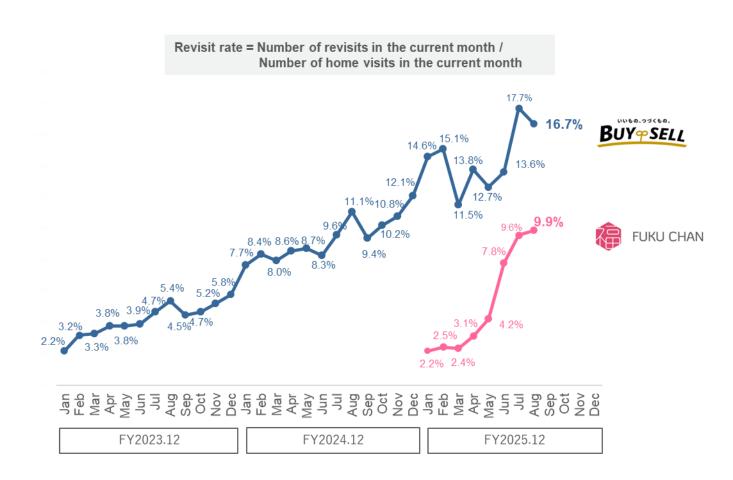
• Purchases for August 2025 reached 1,084 million yen, representing 177% compared to the same month in the previous year. This increase was due to the inclusion of purchases from REGATE Corporation's "Kaitori FUKU CHAN" and Nikkou-dou, resulting from their consolidation into the P&L starting from this fiscal period. Additionally, steady growth in the number of inquiries and higher-than-planned home visit numbers were achieved through improved revisit rates, thanks to strategic revisit enhancement initiatives.

Additionally, the gross profit per visit continued to exceed that of the same month in the previous year, and the projected gross profit from purchases also progressed smoothly in line with our internal plan.

Furthermore, our group's purchasing operations have extremely limited exposure to revenue deterioration from market fluctuations seen in some luxury brand bags, watches, and other items, due to the following factors: our purchasing is centered on direct purchases from general customers, resulting in high gross profit margins; we determine purchase prices linked to market rates at the time of purchase and conduct B2B sales that hedge against market fluctuations; and we maintain a diverse product portfolio.

• The number of visits in August increased significantly to 31,747 cases, representing 165% compared to the same month last year. This growth was achieved despite an environment where inquiry demand was sluggish due to nationwide extreme heat similar to last year. Contributing factors included the achievement of planned inquiry numbers due to spillover effects to other media from branding advertisements that have been strengthened since this period, Buysell maintaining a high revisit rate of 16.7%, and Fukuchan achieving a revisit rate of 9.9% through PMI implementation.

(For Reference) Revisit Rate Trends for Buysell and Fuku-chan



< Group store purchase business and other purchase business >

■Amount of purchases (Million yen)

FY2025	Jan ^{*1}	Feb	Mar	Apr*2	May	Jun	1H
A of purchases	2,377	2,459	2,958	3,017	3,194	2,813	16,817
YoY	171%	165%	167%	139%	117%	125%	142%

	Jul	Aug	Sep	Oct	Nov	Dec	Full Year
A of purchases	2,792	2,806					
YoY	128%	157%					

^{*1} From this fiscal year, the purchase volume of Rext HD (excluding Fuku-chan and Nikkou-dou, a home-visit purchase business) is reflected.

■Number of Stores

	Dec.	Jul.	Aug.	increase	increase	
Company name	2024	2025	2025	or	or	
(Brand name)	(C)	(B)	(A)	decrease	decrease	Remark: Opening and Closing of Stores, etc.
	` ,	` ,	` ,	(A)-(C)	(A)-(B)	
BuySell						Aeon mall-TAKANOHARA(Kyoto)
Technologies	35	37	38	+3	+1	
(BuySell)						
TIMELESS						
(Timeless	34	36	36	+2	-	
Salon)						
Four-Nine,						Aeon mall-TAKAMATSU(Kagawa)
direct	21	23	24	+3	±1	
management	۷۱	23	24	+3	+1	
(WAKABA)						
Four-Nine,						1 store closed
franchises	238	254	253	+15	-1	
(WAKABA)						
NISSO						
(THIERRY,						
MAISON-	6	6	6	-	-	
THIERRY))						
MUSUBI						Aeon-KANAYAMA(Aichi)
	62	67	70	+8	+3	FUKUDAYA-KANUMA(Tochigi)
(Kaitori-Musubi)						AKOS-SOKA (Saitama)
REGATE						
(FUKU	20	22	22	+2	-	
CHAN)						
*NIKKOU-DOU	2	2	3	+1	+1	Aichi
(NIKKOU-DOU)	2	2	ა 	+1	+1	
Group total	418	447	452	+34	+5	

^{*} Due to a change in classification to a group home visit purchase service, this information is for reference purposes only.

^{*2} With the start of P/L consolidation of Musubi from April 2024, the purchase amount of the company is reflected.

■Monthly Summary of group store purchase business and other purchase business

- The purchase amount for the group store purchase business reached 2,806 million yen, representing 157% compared to the same month in the previous year, as a result of various marketing initiatives successfully increasing the number of new customers visiting stores and continuous strengthening of repeat customer measures, leading to favorable trends in both the number of store visitors and appraisal cases.
- Our store opening plan places greater emphasis on openings in the latter half of the second half of the year. Many stores have already completed property contracts, and new store openings are progressing generally as scheduled.

(note) The	above result	s are preliminar	y and may	be revised	later. Figures	s in this	document a	are
unaudited.								

Supplementary Explanation of Monthly KPIs (Reference)

- The Group's business segment (recorded in the management accounts) consists of the "Group homevisit purchase business" and the "Group store purchase business" by purchase channel. The companies and service brands that comprise each business are as follows.
- The reason for disclosing "purchase volume" as a major KPI within the monthly Information is to disclose monthly business progress based on purchase results. Because our purchased merchandise is less susceptible to market fluctuations and has a stable gross margin, we believe that disclosing "Purchases" will help us determine a certain degree of monthly business progress momentum.
- On the other hand, "purchase volume" is part of the components of net sales and gross profit, and the final results will fluctuate depending on other KPIs (such as gross profit per visit and toC sales ratio) and inventory sales strategies.
- As supplementary information, the monthly progress of "number of visits" and "number of stores" is disclosed by business segment.

Business Segment	Company Name	Service Brand		
O I	BuySell Technologies	home-visit purchase "BUYSELL"		
Group home-visit purchase business	REGATE (Rext HD subsidiary)	home-visit purchase "FUKU CHAN"		
	NIKKOU-DOU (Rext HD subsidiary)	"NIKKOU-DOU"		
	BuySell Technologies	store purchase "BUYSELL"		
	TIMELESS	General purchase salon "TIMELESS"		
Group store purchase	Four-Nine	"Reuse Shop WAKABA"		
business	NISSO	"THIERRY" · "MAISON THIERRY"		
	MUSUBI	"KAITORI-MUSUBI"		
	REGATE (Rext HD subsidiary)	"FUKU CHAN" · " FUKU CHAN REUSTE"		

*Rext HD Corporation, which began profit and loss (P/L) consolidation in the current fiscal year, has seven subsidiaries. The operating companies are REGATE Inc., which operates the "FUKU CHAN" home-visit purchase service, and NIKKOU-DOU Corporation, which operates "NIKKOU-DOU," a purchase service specializing in antiques, as well as other subsidiaries by function, such as shared services, marketing, and others. The other companies consist of subsidiaries by function, such as shared services and marketing.

(Assumptions for KPI disclosure in each business)

Group home visit purchase business

Disclose "Number of visits" and "Amount of purchases" as monthly KPIs.

- The number of visits and the purchase amount are defined as key indicators of monthly progress in our main business, the home visit purchase business (on a non-consolidated basis). We define "number of visits" and "purchase amount" as KPIs to be disclosed as important indicators of monthly progress in our main business (non-consolidated), home visit purchase business.
- With the start of PL consolidation of REXT Holdings Co., Ltd. in January 2025, we are disclosing monthly KPIs for the entire group's business trip purchase business, including "FUKU CHAN" and NIKKOUDOU, which are operated by REGATE Inc., a subsidiary of REXT Holdings Co., Ltd.

Group store purchase business and other purchase business.

Disclose "Amount of purchases " and "Number of Stores" as monthly KPIs.

• In addition to the Group's overall store purchase business (consolidated), this segment consists of home delivery purchasing, auction purchasing, and supplier purchasing. The "number of stores" and "amount of purchases" are disclosed KPIs that are important indicators of monthly progress in this business.

(KPI Definitions)

Number of visits: Our field salespersons made several visits to customers' homes.

· Amount of purchases: Total amount of items purchased from customers (before elimination of

intercompany transactions).

• The gross profit per visit: Gross profit for management accounting purposes, based on the

assumption that all products purchased in a single visit are sold at auctions and other toB venues. (The amount is not disclosed because it is an internal management accounting indicator used to analyze sales

productivity in real time.)

End.